

AI-43551

Purchasing Department

CC CONSENT

Meeting Date: 03/25/2014

Submitted By: Matilde Faz, PURCHASING DEPT.
Department: PURCHASING DEPT.

Information

CAPTION

Requesting authority to purchase 100 hours of remote technical support through a purchase order with the company's response as to acceptance of purchase order, and not executed document for the County wide network through our membership/participation with (DIR) Department of Information Resources awarded vendor Insight Public Sector, Inc. DIR-SDD-1369 in the total amount of \$15,000.00 through the following requisition #252917, effective upon approval (4-1100-415-00-200-002-0-336):

BACKGROUND

Fiscal Impact

FISCAL YEAR: 2014
FUNDS AVAILABLE Y/N?: Yes
BUDGETARY IMPACT:

ACCT. #: 4-1100-415-00-200-002-0-336
MATCHING FUNDS Y/N?: No

Attachments

- Requisition
- Quote
- Vendor's Response
- Web Price

Form Review

Inbox Reviewed By
Form Started By: Matilde Faz

Date
Started On: 03/12/2014 08:36 AM

Requisition

Req # 00252917

PO #

Date: 03/03/14

*Consent
#43551
3/25/14*

Bill To: x
x

Vendor : 379093
INSIGHT PUBLIC SECTOR, INC.
6820 S. HARL AVENUE
TEMPE AZ 85283

Ship To: INFORMATION TECHNOLOGY DEPARTMENT
100 E. CANO, 4TH FLOOR
EDINBURG TX 78540

Contact: EDNA KIRBY
956-292-7010

Contract No: DIR-SDD-1369

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
1.00	EACH	DIR-SDD-1369 QUOTE DB030114-1 DO NOT DUPLICATE ORDER CO TECHNICAL SUPPORT 100 HOURS	15,000.00	15,000.00
		<u>Account No</u>	<u>Encumbrance</u>	
		4-1100-415-00-200-002-0-336	15,000.00	
			Freight	.00
			Total	15,000.00
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

Authorized By: _____

Insight Public Sector
6820 South Hari Avenue
Tempe, A 85283

Sales Rep : Diana Berger
Phone: 956-451-8628
diana.berger@insight.com

Design Associate: Jason Sawyers
Phone: 800-467-4448 ext 6735
Fax: 408-547-0327
jsawyers@insight.com



Sales Quote: DB030114-1
Date: 3/1/2014
Buyer: County of Hidalgo
Name: Juan DeLeon
Phone: 956-292-7010
Email: juan@co.hidalgo.tx.us

Technical Support
DIR Contract# _____ DIR-SDD-1369 _____

Part Number	Description	Quantity	List Price	Discount	Unit Price	Extended Price
Technical Services	Technical Support - 100 Hours	1	\$ 25,000.00	40.00%	\$ 15,000.000	\$ 15,000.00

Sales Quote is valid for 30 days

TOTAL \$15,000.00

TERMS AND CONDITIONS

Transaction is governed by the applicable contract between Calence, LLC dba Insight Networking and the Texas Department of Information Resources Pursuant to that contract, the warranties and disclaimers located at the following URL apply to this transaction: www.insight.com/pages/legal.web#

The above referenced contract and warranties and disclaimers are hereby incorporated herein by this reference.

CALENCE, LLC DBA INSIGHT NETWORKING SPECIFICALLY OBJECTS TO ANY ADDITIONAL TERMS BEING ADDED THROUGH A PURCHASE ORDER OR OTHER SIMILAR DOCUMENT OR COMMUNICATION (A 'PURCHASE ORDER'). BY ORDERING ANY OF THE ITEMS IDENTIFIED HEREIN, CUSTOMER AGREES THAT ANY ADDITIONAL TERMS CONTAINED IN A PURCHASE ORDER SHALL NOT BECOME PART OF THE AGREEMENT BETWEEN THE PARTIES AND SPECIFICALLY THAT THE TERMS AND CONDITIONS CONTAINED HEREIN OR INCORPORATED HEREIN BY REFERENCE SHALL SUPERSEDE ANY CONFLICTING, CONTRARY, OR ADDITIONAL TERMS AND CONDITIONS IN A PURCHASE ORDER.

REQ. 252917

PO# 706784

Edna Kirby

From: Juan de Leon [juan.deleon@co.hidalgo.tx.us]
Sent: Monday, March 03, 2014 9:45 AM
To: edna kirby
Subject: Fwd: Quote for 100 Hours of Technical Support

JUAN DE LEON | NETWORK SYSTEMS INTEGRATOR | juan.deleon@co.hidalgo.tx.us

COUNTY OF HIDALGO
Information Technology, 4th Floor
100 E. Cano
Edinburg, TX 78540
o. 956.292.7010 ext. 6004
f. 956.318.2152

From: "Diana Berger" <Diana.Berger@insight.com>
To: "Renan Ramirez" <renan.ramirez@co.hidalgo.tx.us>
Cc: "Lee Pena" <lee.pena@co.hidalgo.tx.us>, "Juan de Leon" <juan.deleon@co.hidalgo.tx.us>, Steve Lopez" <Steve.Lopez@insight.com>
Sent: Saturday, March 1, 2014 8:02:07 AM
Subject: Quote for 100 Hours of Technical Support

As per our recent meeting, attached is a quote for 100 hours of technical support. I have also included the DIR service rates that your auditors typically request.

We are quoting 100 hours of Arch II which is DIR list of \$250/hour and requires 29.50% off list. We have it priced at \$150/hour which is 40% off list and which is the same rate we have been charging you in the past.

I have asked Steve Lopez to contact Lee to schedule Richard Weaver for the AD work.

Please let me know if you have any questions or need anything else.

Thanks.

Matilde Faz

From: Edna Kirby [edna.kirby@co.hidalgo.tx.us]
Sent: Thursday, February 07, 2013 4:56 PM
To: 'Matilde Faz'
Subject: FW: Quote for 40 Hours of Technical Support
Attachments: Quote for Technical Support 40 Hours - 1-28-13.xlsx; DIR Services Rates 101212 CUST.xlsx

Importance: High

Maty,

Diana has sent a correction.

Regards,

Edna Kirby

edna.kirby@co.hidalgo.tx.us

Administrative Assistant II

100 E. Cano 4th Floor

Edinburg, Texas 78539

p. 956.292.7010 Ext. 6017

f. 956.318.2152

Hidalgo County, Texas

From: Berger, Diana [mailto:Diana.Berger@insight.com]

Sent: Thursday, February 07, 2013 3:55 PM

To: Edna Kirby

CC: Rosenbaum, Maby

Subject: FW: Quote for 40 Hours of Technical Support

CORRECTION

Edna,

I did not realize that we have a new rate chart for DIR and some of our titles/hourly rates have changed. I have attached the new rate chart and the updated quote. The quote amount to you did not change but the list price amount did

Therefore, the hourly rate that you should use is Arch II which is \$250/hour x 40 hours = \$10,000.

The DIR discount is 29.50% so the customer amount is \$176.25/hour x 40 hours = \$7,050.

We are quoting \$151/hour x 40 hours = \$6,040.

Sorry for the confusion.

Thanks!

-do-

From: Berger, Diana

Sent: Thursday, February 07, 2013 2:57 PM

To: Edna Kirby

CC: Rosenbaum, Maby

Subject: RE: Quote for 40 Hours of Technical Support

Zimbra

matilde.faz@co.hidalgo.tx.us

FW: Quote Q020314JKS

From : Edna Kirby <edna.kirby@co.hidalgo.tx.us>

Wed, Mar 12, 2014 11:07 AM

Subject : FW: Quote Q020314JKS**To :** 'Matilde Faz' <matilde.faz@co.hidalgo.tx.us>

Maty,

Here is the respond from Insight. Please read below.

Regards,

Edna Kirbyedna.kirby@co.hidalgo.tx.us

Administrative Assistant II
100 E Cano 4th Floor
Edinburg, Texas 78539
p. 956.292.7010 Ext. 6017
f. 956.318.2152

Hidalgo County, Texas

From: Berger, Diana [mailto:Diana.Berger@insight.com]**Sent:** Wednesday, March 12, 2014 10:58 AM**To:** Edna Kirby**Cc:** Sawyers, Jason**Subject:** RE: Quote Q020314JKS

Good morning Edna,

There is no SOW and no signatures are required.

Thanks!

-db-

From: Edna Kirby [mailto:edna.kirby@co.hidalgo.tx.us]**Sent:** Wednesday, March 12, 2014 10:48 AM**To:** Berger, Diana**Cc:** Sawyers, Jason**Subject:** RE: Quote Q020314JKS**Importance:** High

Hi,

Purchasing department is has reviewed the quote and does anything need to be signed?
SOW?

Regards,

Edna Kirby

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Insight Public Sector, Inc.

URL [Vendor Website](#)
Vendor ID 1363949000500
HUB Type Non HUB
 E-Rate Qualified

DIR Contract Number DIR-SDD-1369
Contract Term End Date 5/13/2014
Contract Exp Date 5/13/2014

How to Order

1. For product and pricing information, visit the [Insight Public Sector, Inc.](#) website or contact Michelle Abbamonte at (800) 467-4448 ext 6890.
2. Generate a purchase order, made payable to Insight Public Sector, Inc.. You must reference the DIR Contract Number **DIR-SDD-1369** on your purchase order.
3. E-mail or Fax your purchase order and quote form to your designated vendor sales representative.

Insight Public Sector, Inc.

Contact [Michelle Abbamonte](#)
Phone (800) 467-4448 ext 6890
Fax (480) 760-6128

DIR Contact [John Besser](#)
Phone (512) 936-5432
Fax (512) 475-4759

Contract Overview

[Get Adobe Reader](#)

Contract: [DIR-SDD-1369](#)

Standard Terms and Conditions PDF - 427 KB

This appendix contains the standard DIR Terms and Conditions for the contract as of the date identified. Any initial exceptions to these Terms will be contained in the original contract. All subsequent changes or updates to the Terms and Conditions will be reflected in contract amendments.

HUB Subcontracting Plan (HSP) PDF - 664 KB | Updated 10/11/2013

The purpose of the HUB Program is to promote full and equal business opportunities for all businesses in State contracting in accordance with the goals specified in the State of Texas Disparity Study. The HSP identifies all authorized resellers and/or all subcontractors performing services.

Pricing PDF - 63 KB | Updated 12/09/2010

Pricing for available products and/or services under this contract are limited to those identified in the appendix.

Electronic and Information Resources (EIR) Accessibility

Information regarding Electronic and Information Resources (EIR) accessibility of this vendor's offerings is included in the contract. Agencies purchasing products or services are responsible for complying with Texas EIR Accessibility statute and rules, as defined in TGC 2054 Subchapter M, 1TAC 206, and 1 TAC 213. For additional information, visit the Vendor Website or contact the vendor directly.

[< No thanks, return to search](#)

Available Brands

- Cisco
- Ironport
- Services

Available Products & Services

- Networking Equipment
- Networking Products and Services

Additional Contract Information

- [Appendix D \(143 KB\)](#)
- [Appendix E, Master Lease Agreement \(205 KB\)](#)
- [Amendment 1 \(75 KB\)](#)
- [Amendment 2 \(99 KB\)](#)
- [Amendment 3 \(83 KB\)](#)
- [Amendment 4 \(76 KB\)](#)

Reseller Vendor Contacts

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address
Firehorse Technologies, LLC	1454941815100	Woman Owned	Ann Vandersteel	Phone: (561) 379-4353	3707 Manchaca Rd, Apt 251 Austin, TX 78704
Capitol Complex Directory Statewide Search Sponsored Sites Planned Procurement Schedule	Document Library SAO Fraud Reporting Homeland Security Texas Veterans Portal	FAQs Site Policies Site Map Job Postings	Dept. of Information Resources 300 W. 15th St. Ste. 1300 Austin, TX 78701 MAP (512) 475-4700		

**APPENDIX C PRICING INDEX
TO DIR-SDD-1369
Amendment #2**

Calence LLC dba Insight Networking Manufacturer/Product Line/Product Category	Customer Discount % off MSRP
Hardware	
Cisco product (Texas based DIR Customer)	44.50%
Cisco product (Non-Texas based DIR Customer)	37.50%
Cisco Ironport Systems	24.50%
Maintenance	
Cisco maintenance (gov't)	18.50%
Cisco maintenance (education)	30.50%
Services	
Technical Services - Asset Management(Asset Tagging); Trade-In and Asset Disposal; Warehousing, Staging, Configuration & Integration Services; Professional Services; Project Management; Cabling Services; Training;	29.25%
Cisco Ironport Professional Services	0.50%